## ABSTRACT OF THE DISCLOSURE

The present invention relates to compounds of the formula

$$R^{1} \xrightarrow{P^{+}} R^{3} \qquad X^{-} \qquad (1)$$

$$R^{4}$$

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in which one, two or three of the radicals R<sup>1</sup>, R<sup>2</sup>, R<sup>3</sup> and R<sup>4</sup> are

$$-N = N - N \{ (CH_2 - CH_2 - O)_m R^5 \}_2 , \quad -N = N - R^6 \quad \text{ or } \quad -N \{ (CH_2 - CH_2 - N(R^7))_n R^8 \}_2$$

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where m and n are an integer from 1 to 10, R<sup>5</sup>, R<sup>6</sup>, R<sup>7</sup> and R<sup>8</sup> are, independently of one another, identical or different and are a straight-chain or branched alkyl radical having 1 to 10 carbon atoms, and the remaining radical(s) R<sup>1</sup> to R<sup>4</sup> are

$$-N$$
  $-N$ 

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or –NR<sup>9</sup>R<sup>10</sup>, where R<sup>9</sup> and R<sup>10</sup> are identical or different and are a straight-chain or branched alkyl radical having 1 to 10 carbon atoms,

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and X is an inorganic or organic anion or an equivalent of a multiply charged inorganic or organic anion. The invention further relates to mixtures of substances comprising compounds of the formula (1), to a process for preparing the compounds of the formula (1) and to the use thereof.